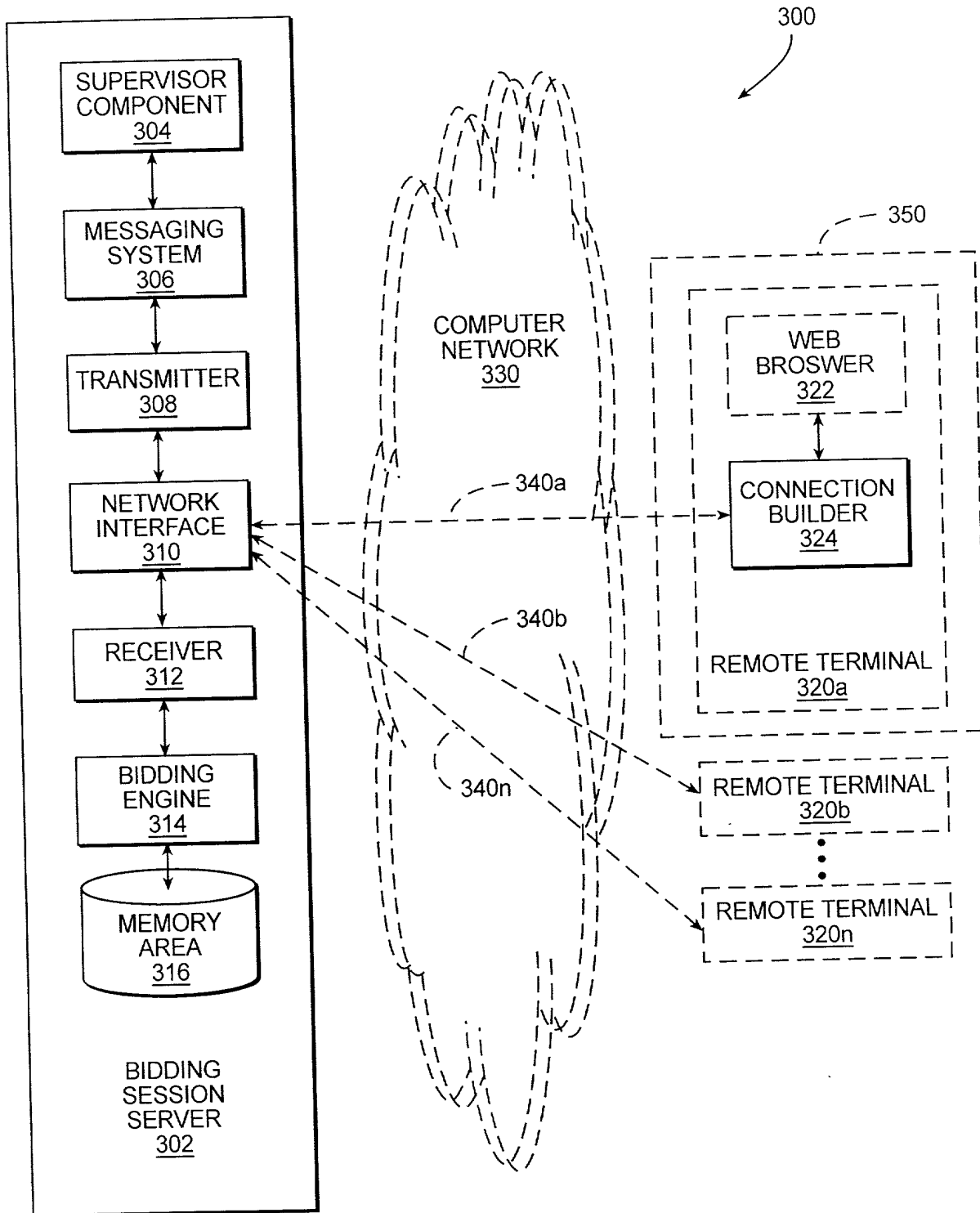
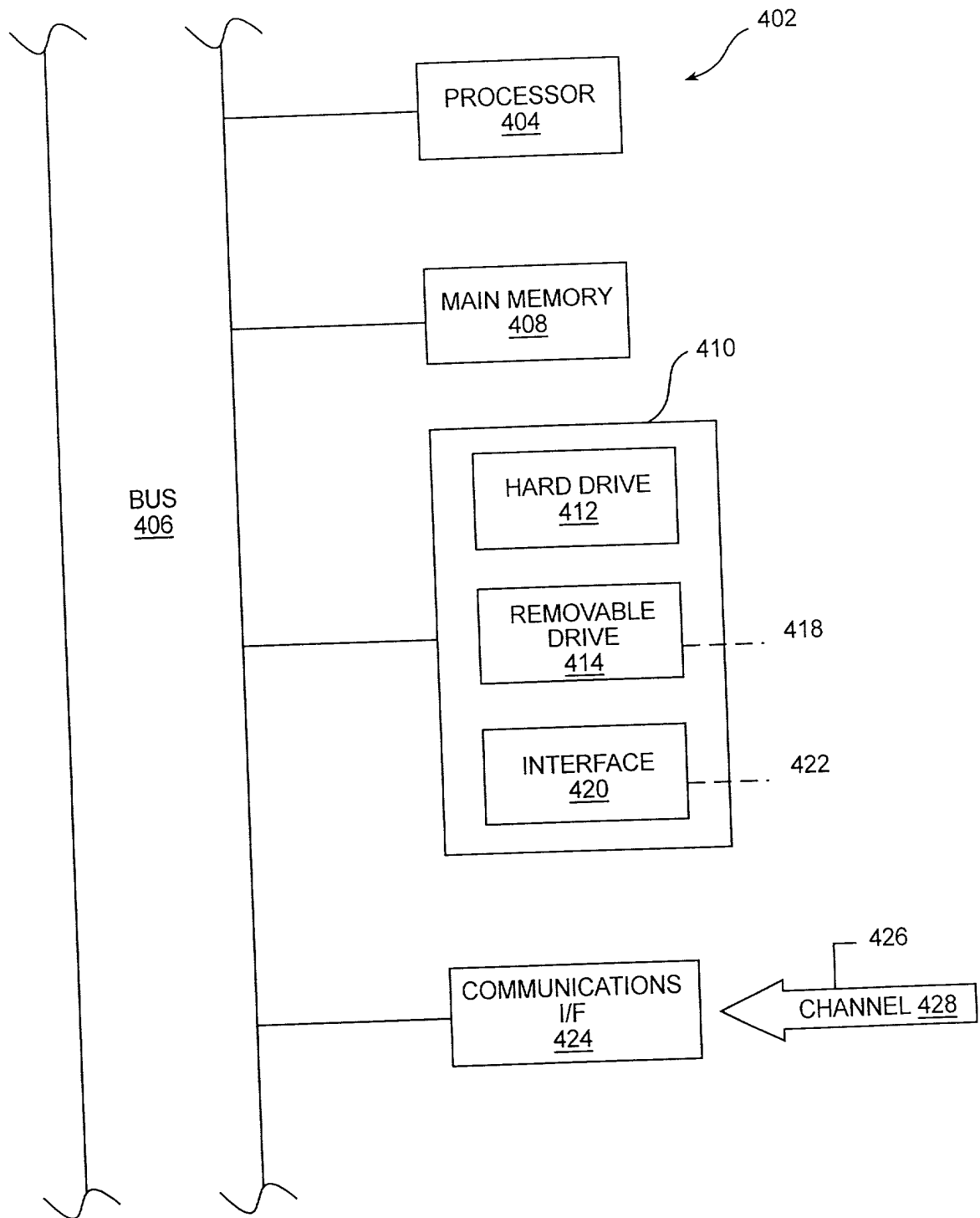
**FIG. 2**

**FIG. 3**

**FIG. 4**

500

516

SYSTEM KEY PARAMETERS	
ARCHIVE DAYS	INT
SITE ACCESS DAYS	INT

510

TEAM	
CLIENT	VARCHAR (60)
CHARGE CODE	VARCHAR (60)
INDUSTRY	VARCHAR (60)
PROJECT START	DATE
PROJECT END	DATE

511

1-M

512

USER	
USER ID	VARCHAR (30)
PASSWORD	VARCHAR (30)
LOG-IN BEFORE	BOOLEAN
USER TYPE	CHAR
E-MAIL ADDRESS	VARCHAR (60)
COMPANY NAME	VARCHAR (60)
FIRST NAME	VARCHAR (60)
LAST NAME	VARCHAR (60)
ADDRESS 1	VARCHAR (60)
ADDRESS 2	VARCHAR (60)
ADDRESS 3	VARCHAR (60)
ADDRESS 4	VARCHAR (60)
CONTACT PHONE 1	VARCHAR (60)
CONTACT PHONE 2	VARCHAR (60)

1-M

513

502

CODEBOOK	
USER TYPE	
QUANTITY UNIT	
CURRENCY	
CITY	
INDUSTRIES	

504

SAVINGS/GAINS HISTORY	
BID ID	INT
BID OBJECTIVE	VARCHAR (60)
PRODUCT NAME	VARCHAR (60)
INDUSTRY	FLOATING
ACTUAL SAVINGS %	FLOATING
TARGETED SAVINGS %	FLOATING

FIG. 5A
DATABASE STRUCTURE

PRODUCT	
PRODUCT NAME	VARCHAR (60)
DETAILED DESCRIPTION	TEXT
REQUIRED QUANTITY	FLOATING
QUANTITY UNITS	CHAR
BID CURRENCY	INT
BID UNIT	VARCHAR (30)
START BID	FLOATING
BID INCREMENT	FLOATING
LOT REQUIREMENTS	TEXT

508 ~ 506

ROUND	
ROUND #	INT
# BIDDERS	INT
BIDDING DATE	DATE
BIDDING TIME	TIME
TIME ZONE	VARCHAR (30)
IMMEDIATE	BOOLEAN
AUTOMATIC NOTIFICATION	BOOLEAN
QUALIFIER MESSAGE	TEXT
NON-QUALIFIER MESSAGE	TEXT

1-M ~ 513

BID SESSION	
BID ID	VARCHAR (60)
COMPANY	TEXT
LOGO FILE NAME	CHAR(6)
CHARGE CODE	VARCHAR (60)
BID SUMMARY	TEXT
BID DESCRIPTION	TEXT
NUMBER OF PRODUCTS	INT
AUTOMATIC CALCULATION	BOOLEAN
DETAILED SPEC FILE NAME	TEXT
CONTRACT EFFECTIVE	DATE
CONTRACT ENDING	DATE
DELIVERY REQUIREMENTS	TEXT
PERFORMANCE FAILURE	TEXT
BIDDING DATE	DATE
BIDDING TYPE	INT
STARTING TIME	TIME
ENDING TIME	TIME
TIME ZONE	VARCHAR (30)
BID OBJECTIVE	INT
TIME ADDED	INT
NUMBER OF ROUNDS	INT
CURRENT CONTRACT VALUE	FLOATING
TARGET SAVINGS/GAINS	PERCENT
EMERGENCY PASSWORD	VARCHAR (30)
CONTACT NAME	VARCHAR (30)
CONTACT PHONE	VARCHAR (30)
CONTACT E-MAIL	VARCHAR (30)
CONTROL ROOM CONTACT	VARCHAR (30)

1-M ~ 507

1-M ~ 509

BIDDERS	
USER ID	VARCHAR (30)
CODE NAME	VARCHAR (30)

1-M ~ 517

ADMINISTRATORS	
USER ID	VARCHAR (30)
AUTHORITY	INT

1-M ~ 519

BIDDING ACTIVITY	
TIME	DATE/TIME
USER ID	VARCHAR (30)
CONTRACT AMOUNT	FLOATING

1-M ~ 521

BIDDING ACTIVITY DETAIL	
PRODUCT #	INT
BID VALUE	FLOATING

1-M ~ 524

SESSION HISTORY	
CHANGE DATE/TIME	VARIABLE
USER MAKING CHANGE	VALUE BEFORE CHANGE
VALUE BEFORE CHANGE	VALUE AFTER CHANGE

1-M ~ 525

FIG. 5B

7/29

600

 TEAM AUTHORIZATION

602

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 AUTHORIZE NEW TEAM

CLIENT	<input type="text"/>
CHARGE CODE	<input type="text"/>
CLIENT INDUSTRY	SELECT AN INDUSTRY <input type="button" value="v"/>
PROJECT DURATION	<input type="text"/> YEAR <input type="text"/> MONTH <input type="text"/> DAY~ <input type="text"/> YEAR <input type="text"/> MONTH <input type="text"/> DAY

	ED OR DCS	TEAM LEADER
NAME (FAMILY, GIVEN NAME)	<input type="text"/> , <input type="text"/>	<input type="text"/> , <input type="text"/>
CONTACT NUMBER	<input type="text"/>	<input type="text"/>
E-MAIL ADDRESS	<input type="text"/>	<input type="text"/>
ASSIGNED USER ID	<input type="text"/>	<input type="text"/>
TEMPORARY PASSWORD	<input type="text"/>	<input type="text"/>

 AUTHORIZE TEAM

 REGISTERED & ACTIVE TEAMS 604

CLIENT	CHARGE CODE	START DATE	END DATE	ED/DCS	TEAM LEADER	ACTIVE SEESIONS	COMPLETED SESSIONS
MCKINSEY INTERNAL	ABC123	2000/7/1	2001/12/31	DO, CUONG	KIM, ALBERT	14	13
INKOREA CO., LTD.	ABC124	2001/1/1	2001/12/31	KANG, CHUL SOON	BAEK, NAM KOOK	66	37

FIG. 6
TEAM AUTHORIZATION

8/29

700

WELCOME TO ePSM.net

 TEAM MEMBER HOME

- ☒ USER ID AND PASSWORD ADMINISTRATION
- ☒ BENCHMARKS FROM OTHER PROJECTS
- ☒ SETUP NEW 1-PRODUCT BIDDING SESSION
- ☒ SETUP NEW MULTI-PRODUCT BIDDING SESSION

☒ WHAT BIDDING SESSIONS WOULD YOU LIKE TO SEE?

PRIOR BIDDING SESSIONS

PAST DAYS

FUTURE BIDDING SESSIONS

WITHIN NEXT DAYS

UPDATE DISPLAY

☒ YOU ARE THE OWNER OF THE FOLLOWING BIDDING SESSIONS:

COMPANY	BID SUMMARY	BIDDING DATE	BIDDING TIME	ROUND	MODIFY	ENTER BIDDING ROOM
RESTAURANT CHAIN	LETTUCE	2001/4/30	09:00:00 AM (NEW YORK)	1	MODIFY	ENTER BIDDING ROOM
RESTAURANT CHAIN	LETTUCE	2001/4/30	09:30:00 AM (NEW YORK)	1	MODIFY	ENTER BIDDING ROOM
RESTAURANT CHAIN	LETTUCE & TOMA...	2001/4/30	09:15:00 AM (NEW YORK)	1	MODIFY	ENTER BIDDING ROOM
RESTAURANT CHAIN	LETTUCE & TOMA...	2001/4/30	09:45:00 AM (NEW YORK)	1	MODIFY	ENTER BIDDING ROOM

☒ YOU ARE AUTHORIZED TO MODIFY THE FOLLOWING BIDDING SESSIONS:

COMPANY	BID SUMMARY	BIDDING DATE	BIDDING TIME	ROUND	MODIFY	ENTER BIDDING ROOM
NO LIST						

FIG. 7A
TEAM MEMBER HOME

9/29

▶ YOU ARE AUTHORIZED TO MONITOR THE FOLLOWING BIDDING SESSIONS: ... 710

COMPANY	BID SUMMARY	BIDDING DATE	BIDDING TIME	ROUND	ENTER BIDDING ROOM
NO LIST					

▶ COMPLETED BIDDING SESSIONS: ... 712

COMPANY	BID SUMMARY	BIDDING DATE	BIDDING TIME	ENTER BIDDING ROOM
RESTAURANT CHAIN	LETTUCE	2001/4/30	07:12:00 AM (SEOUL)	VIEW BID HISTORY
RESTAURANT CHAIN	LETTUCE & TOMA.	2001/4/30	07:23:00 AM (SEOUL)	VIEW BID HISTORY
RESTAURANT CHAIN	LETTUCE	2001/4/30	07:44:00 AM (SEOUL)	VIEW BID HISTORY

FIG. 7B
TEAM MEMBER HOME

10/29



USER ID AND PASSWORD
ADMINISTRATION

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CLIENT TEAM: MCKINSEY INTERNAL

CHARGE CODE: ABC123

☒ CREATE USER ID AND PASSWORD FOR NEW BIDDER ~ 802

USER ID	<input type="text"/>
TEMPORARY PASSWORD	<input type="text"/>
E-MAIL ADDRESS	<input type="text"/>
CONFIRM E-MAIL ADDRESS	<input type="text"/>
COMPANY NAME	<input type="text"/>
CONTACT PERSON	<input type="text"/>
ADDRESS LINE 1	<input type="text"/>
ADDRESS LINE 2	<input type="text"/>
ADDRESS LINE 3	<input type="text"/>
ADDRESS LINE 4	<input type="text"/>
CONTACT PHONE 1	<input type="text"/>
CONTACT PHONE 2	<input type="text"/>

FIG. 8A

USER ID AND PASSWORD ADMINISTRATION

11/29

▶ CREATE USER ID AND PASSWORD FOR NEW TEAM MEMBER 804

USER TYPE	SELECT TEAM MEMBER TYPE ▼
USER ID	<input type="text"/>
TEMPORARY PASSWORD	<input type="text"/>
E-MAIL ADDRESS	<input type="text"/>
CONFIRM E-MAIL ADDRESS	<input type="text"/>
COMPANY NAME	<input type="text"/>
TEAM MEMBER NAME	<input type="text"/>
CONTACT PHONE 1	<input type="text"/>
CONTACT PHONE 2	<input type="text"/>

⋮ CREATE USER ID ONLY ⋮ CREATE USER ID AND AUTHORIZE FOR AN EXSITING BIDDING SESSION

-- YOUR TEAM HAS AUTHORIZED THE FOWLING BIDDERS.

806

USER ID	BIDDING COMPANY	CONTACT NUMBER	MODIFY	DELETE
BIDDER1	BIDDER1	a	MODIFY	DELETE
BIDDER2	BIDDER2	a	MODIFY	DELETE
BIDDER3	BIDDER3	a	MODIFY	DELETE
MCK1	TEST BIDDER 1	AA	MODIFY	DELETE
MCK2	TEST BIDDER 2	A	MODIFY	DELETE
MCK3	TEST BIDDER 3	A	MODIFY	DELETE

-- YOUR TEAM HAS AUTHORIZED THE FOLLOWING TEAM MEMBERS

808

USER ID	NAME	CONTACT NUMBER	TYPE	MODIFY	DELETE
ALBERT	KIM ALBERT	82 (2) 398-2541	TEAM LEADER	MODIFY	DELETE
ASHACKER	KEN ASHACKER	1 (416) 313-3951	TEAM LEADER	MODIFY	DELETE

FIG. 8B
USER ID AND PASSWORD ADMINISTRATION

12/29

 BID SETUP

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➤ SETUP NEW 1-PRODUCT BIDDING SESSION

TYPE	SELECT A BIDDING SESSION TYPE ▾
COMPANY	RESTAURANT CHAIN :::: ATTACH COMPANY LOGO IMAGE
CHARGE CODE	ABC123
BID SUMMARY	LETTUCE
BID DESCRIPTION	1-YEAR SUPPLY OF LETTUCE ▴ ▾

➤ PRODUCT DETAILS

902

INDUSTRY	AGRIBUSINESS ▾
PRODUCT NAME	LETTUCE
DETAILED DESCRIPTION	ICEBURG LETTUCE, GRADE A ▴ ▾
REQUIRED QUANTITY	INPUT A NUMERICAL VALUE IN THE FIRST FIELD. THEN SELECT A QUANTITY UNIT FROM THE LIST. IF THE DESIRED UNIT IS NOT LISTED, SELECT "OTHER" FROM LIST AND INPUT NEW UNIT IN THE LAST FIELD. 10000 CASE ▾ 904
BIDDING UNIT	US \$ ▾ PER CASE 906
LOT REQUIRMENTS (OPTIONAL)	908 ▴ ▾

-- ATTACH DETAILED SPECIFICATIONS & REQUIREMENTS 914

➤ CONTRACT DETAILS

916

CONTRACT START DATE	2001 YEAR 7 MONTH 1 DAY
CONTRACT END DATE	2002 YEAR 6 MONTH 30 DAY
DELIVERY REQUIRMENT (OPTIONAL)	WITHIN 48 HOURS OF SHIPMENT ORDER ▴ ▾
PERFORMANCE FAILURE PENALTIES (OPTIONAL)	SEE CONTRACT ▴ ▾

FIG. 9A
SINGLE PRODUCT SET-UP - 1-ROUND

918 **BIDDING DETAILS** 920

BID OBJECTIVE 922	MINIMIZE BUYING PRICE
ALLOW BIDDERS TO SEE ACTUAL BID AMOUNTS	YES ▾
NUMBER OF ROUNDS	1 ▾ 909
NUMBER OF WINNERS IN FINAL ROUND	1 ▾ 910
STARTING BID (OPTIONAL)	911
MINIMUM BID INCREMENT (OPTIONAL)	912

924 **BIDDING ROUNDS**

BIDDING TYPE	ROUND 1
BIDDING DATE AND TIME 927	FIXED STARTING TIME ONLY 926 2001 YEAR 4 MONTH 30 DAY 9 O'CLOCK 00 MINUTES AM ▾ NEWYORK ▾ (- TIME IN OTHER CITIES) 928 5 MINUTES 930 MINUTES YES ▾ 934
TIME ADDED FOR EACH NEW BID (FOR FIXED STARTING TIME ONLY SESSIONS)	
LENGTH OF ROUND (FOR "FIXED STARTING AND ENDING TIME" SESSIONS)	
AUTOMATICALLY NOTIFY QUALIFIERS/WINNERS	
MESSAGE TO QUALIFIERS/WINNERS	YOU HAVE WON THE BUSINESS. A CONTRACT ▴ ▾ 936
MESSAGE TO NON-QUALIFIERS	SORRY, YOU DID NOT ENTER A WINNING BID ▴ ▾ 938

FIG. 9B

SINGLE PRODUCT SET-UP - 1 -ROUND (CONTINUED)

14/29

▶ SAVINGS / GAINS TARGET

CURRENT PRICE: (PER CASE)

TARGETED SAVINGS/GAINS (OPTIONAL): %

▶ ADD MORE AUTHORIZED BIDDERS 940

CODE NAME	USER ID	BIDDING COMPANY	CONTACT NUMBER	DELETE
<input type="text" value="COMPANY A"/>	BIDDER 1	BIDDER 1	<input type="text" value="a"/>	DELETE
<input type="text" value="COMPANY B"/>	BIDDER 2	BIDDER 2	<input type="text" value="a"/>	DELETE
<input type="text" value="COMPANY C"/>	BIDDER 3	BIDDER 3	<input type="text" value="a"/>	DELETE

--ADD MORE AUTHORIZED BIDDERS

▶ ADD MORE AUTHORIZED TEAM MEMBERS 944

AUTHORIZED FOR THIS SESSION	USER ID	USER NAME	USER TYPE	AUTHORIZATION	DELETE
	<input type="text" value="ALBERT"/>	<input type="text" value="KIM ALBERT"/>	<input type="text" value="TEAM LEADER"/>	<input type="text" value="MODIFY"/> ▼	DELETE

--ADD MORE AUTHORIZED TEAM MEMBERS

-- EMERGENCY ACTIONS PASSWORD:

946

▶ CONTACT PERSON FOR PARTICIPANTS

NAME:

CONTACT NUMBER:

E-MAIL ADDRESS:

CONTROL ROOM PHONE NUMBER:

ENTER USER PASSWORD TO SETUP THIS BIDDING SESSION:

→ SETUP 950

FIG. 9C
SINGLE PRODUCT SET-UP - 1 -ROUND (CONTINUED)

15/29

 BID SETUP

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➤ SETUP NEW 1 -PRODUCT BIDDING SESSION.....

TYPE	SELECT A BIDDING SESSION TYPE ▾	
COMPANY	RESTAURANT CHAIN :: ATTACH COMPANY LOGO IMAGE	
CHARGE CODE	ABC123	
BID SUMMARY	LETTUCE	
BID DESCRIPTION	1-YEAR SUPPLY OF LETTUCE	<input type="button" value="▲"/> <input type="button" value="▼"/>

➤ PRODUCT DETAILS.....

INDUSTRY	AGRIBUSINESS ▾		
PRODUCT NAME	LETTUCE		
DETAILED DESCRIPTION	ICEBURG LETTUCE, GRADE A <input type="button" value="▲"/> <input type="button" value="▼"/>		
REQUIRED QUANTITY	INPUT A NUMERICAL VALUE IN THE FIRST FIELD. THEN SELECT A QUANTITY UNIT FROM THE LIST. IF THE DESIRED UNIT IS NOT LISTED, SELECT "OTHER" FROM LIST AND INPUT NEW UNIT IN THE LAST FIELD. 10000 CASE ▾ <input type="text"/>		
BIDDING UNIT	US \$ ▾	PER	CASE <input type="text"/>
LOT REQUIREMENTS (OPTIONAL)	<input type="button" value="▲"/> <input type="button" value="▼"/>		

– ATTACH DETAILED SPECIFICATIONS & REQUIREMENTS

➤ CONTRACT DETAILS.....

CONTRACT START DATE	2001	YEAR	7	MONTH	1	DAY
CONTRACT END DATE	2002	YEAR	6	MONTH	30	DAY
DELIVERY REQUIREMENT (OPTIONAL)	<input type="button" value="▲"/> <input type="button" value="▼"/>					
PERFORMANCE FAILURE PENALTIES (OPTIONAL)	<input type="button" value="▲"/> <input type="button" value="▼"/>					

FIG. 10A
SINGLE PRODUCT SET-UP - 2 -ROUNDS

10/23/2009 5:45:42 PM

▼ BIDDING DETAILS

16/29

BID OBJECTIVE	MINIMIZE BUYING PRICE ▼
ALLOW BIDDERS TO SEE ACTUAL BID AMOUNTS	YES ▼
NUMBER OF ROUNDS	2 ▼
NUMBER OF WINNERS IN FINAL ROUND	2 ▼ 1002
STARTING BID (OPTIONAL)	
MINIMUM BID INCREMENT (OPTIONAL)	

▼ BIDDING ROUNDS

	ROUND 1
BIDDING TYPE	FIXED STARTING TIME ONLY ▼
BIDDING DATE AND TIME	2001 YEAR 4 MONTH 30 DAY 9 O'CLOCK 00 MINUTES AM ▼ NEWYORK ▼ (- TIME IN OTHER CITIES)
TIME ADDED FOR EACH NEW BID (FOR FIXED STARTING TIME ONLY SESSIONS)	5 MINUTES
LENGTH OF ROUND (FOR "FIXED STARTING AND ENDING TIME" SESSIONS)	MINUTES
NUMBER OF BIDDERS PROCEEDING TO THE NEXT ROUND	1 ▼
AUTOMATICALLY NOTIFY QUALIFIERS/WINNERS	YES ▼
MESSAGE TO QUALIFIERS/WINNERS	YOU QUALIFIED TO PROCEED ▲▼
MESSAGE TO NON-QUALIFIERS	YOU DID NOT QUALIFY ▲▼

	1004 ROUND 2
BIDDING TYPE	FIXED STARTING TIME ONLY ▼
BIDDING DATE AND TIME	IMMEDIATELY FOLLOWING PRIOR ROUND, OR YEAR MONTH DAY O'CLOCK MINUTES AM ▼ TIME ZONE BY CITY ▼ (- TIME IN OTHER CITIES)
TIME ADDED FOR EACH NEW BID (FOR FIXED STARTING TIME ONLY SESSIONS)	5 MINUTES
LENGTH OF ROUND (FOR "FIXED STARTING AND ENDING TIME" SESSIONS)	MINUTES
NUMBER OF BIDDERS PROCEEDING TO THE NEXT ROUND	THIS IS THE FINAL ROUND. NUMBER OF WINNERS IS DETERMINED IN "BIDDING DETAILS."
AUTOMATICALLY NOTIFY QUALIFIERS/WINNERS	YES ▼
MESSAGE TO QUALIFIERS/WINNERS	YOU HAVE WON THE BUSINESS. A CONTRACT ▲▼
MESSAGE TO NON-QUALIFIERS	▲▼

FIG. 10B

SINGLE PRODUCT SET-UP - 2 - ROUNDS (CONTINUED)

17/29

▶ SAVINGS / GAINS TARGET

CURRENT PRICE: (PER CASE)

TARGETED SAVINGS/GAINS (OPTIONAL): %

▶ ADD MORE AUTHORIZED BIDDERS

CODE NAME	USER ID	BIDDING COMPANY	CONTACT NUMBER	DELETE
<input type="text" value="COMPANY A"/>	BIDDER 1	BIDDER 1	a	DELETE
<input type="text" value="COMPANY B"/>	BIDDER 2	BIDDER 2	a	DELETE
<input type="text" value="COMPANY C"/>	BIDDER 3	BIDDER 3	a	DELETE

--ADD MORE AUTHORIZED BIDDERS

▶ ADD MORE AUTHORIZED TEAM MEMBERS

AUTHORIZED FOR THIS SESSION	USER ID	USER NAME	USER TYPE	AUTHORIZATION	DELETE
	ALBERT	KIM ALBERT	TEAM LEADER	<input type="text" value="MODIFY"/> ▼	DELETE

--ADD MORE AUTHORIZED TEAM MEMBERS

-- EMERGENCY ACTIONS PASSWORD:

▶ CONTACT PERSON FOR PARTICIPANTS

NAME:

CONTACT NUMBER:

E-MAIL ADDRESS:

CONTROL ROOM PHONE NUMBER:

ENTER USER PASSWORD TO SETUP THIS BIDDING SESSION:

→ SETUP

FIG. 10C
SINGLE PRODUCT SET-UP - 2 -ROUNDS (CONTINUED)

18/29

BID SETUP

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SETUP NEW MULTI-PRODUCT BIDDING SESSION

TYPE	SELECT A BIDDING SESSION TYPE ▾	
COMPANY	RESTAURANT CHAIN	... ATTACH COMPANY LOGO IMAGE
CHARGE CODE	ABC123	
BID SUMMARY	LETTUCE & TOMATOES	
BID DESCRIPTION	1-YEAR SUPPLY OF LETTUCE AND TOMATOES	△ ▽

PRODUCT DETAILS

INDUSTRY	AGRIBUSINESS ▾
BIDDING UNIT	US \$ ▾

PRODUCT 1	
PRODUCT NAME	LETTUCE 1102
DETAILED DESCRIPTION	ICEBURG LETTUCE, GRADE A △
REQUIRED QUANTITY	INPUT A NUMERICAL VALUE IN THE FIRST FIELD. THEN SELECT A QUANTITY UNIT FROM THE LIST IF THE DESIRED UNIT IS NOT LISTED, SELECT "OTHER" FROM LIST AND INPUT NEW UNIT IN THE LAST FIELD
	10000 CASE ▾
BIDDING UNIT	US \$ (PER CASE)
LOT REQUIRMENTS (OPTIONAL)	△ ▽

PRODUCT 2	
PRODUCT NAME	TOMATOES 1104
DETAILED DESCRIPTION	LARGE, MATURE-GREEN TOMATOES △
REQUIRED QUANTITY	INPUT A NUMERICAL VALUE IN THE FIRST FIELD. THEN SELECT A QUANTITY UNIT FROM THE LIST IF THE DESIRED UNIT IS NOT LISTED, SELECT "OTHER" FROM LIST AND INPUT NEW UNIT IN THE LAST FIELD
	5000 CASE ▾
BIDDING UNIT	US \$ (PER CASE)
LOT REQUIRMENTS (OPTIONAL)	△ ▽

-- ATTACH DETAILED SPECIFICATIONS & REQUIREMENTS

-- ADD ANOTHER PRODUCT 1106

 ... DO YOU WANT THE SYSTEM TO AUTOMATICALLY CALCULATE THE TOTAL CONTRACT VALUE? YES ☒ 1108

FIG. 11A
MULTIPLE-PRODUCT SET-UP - 1-ROUND

19/29

▶ CONTRACT DETAILS

CONTRACT START DATE	2001 YEAR 7 MONTH 1 DAY
CONTRACT END DATE	2002 YEAR 6 MONTH 30 DAY
DELIVERY REQUIREMENT (OPTIONAL)	WITHIN 48 HOURS OF SHIPMENT ORDER <input type="button" value="▲"/> <input type="button" value="▼"/>
PERFORMANCE FAILURE PENALTIES (OPTIONAL)	SEE CONTRACT <input type="button" value="▲"/> <input type="button" value="▼"/>

▶ BIDDING DETAILS

BID OBJECTIVE	MINIMIZE BUYING PRICE <input type="button" value="▼"/>
ALLOW BIDDERS TO SEE ACTUAL BID AMOUNTS	YES <input type="button" value="▼"/>
NUMBER OF ROUNDS	1 <input type="button" value="▼"/>
NUMBER OF WINNERS IN FINAL ROUND	1 <input type="button" value="▼"/>
STARTING BID (OPTIONAL)	<input type="text"/>
MINIMUM BID INCREMENT (OPTIONAL)	<input type="text"/>

▶ BIDDING ROUNDS

	ROUND 1
BIDDING TYPE	FIXED STARTING TIME ONLY <input type="button" value="▼"/>
BIDDING DATE AND TIME	2001 YEAR 4 MONTH 30 DAY 9 O'CLOCK 15 MINUTES AM <input type="button" value="▼"/> NEW YORK <input type="button" value="▼"/> (- TIME IN OTHER CITIES)
TIME ADDED FOR EACH NEW BID (FOR "FIXED STARTING TIME ONLY" SESSIONS)	5 MINUTES
LENGTH OF ROUND (FOR "FIXED STARTING AND ENDING TIME" SESSIONS)	<input type="text"/> MINUTES
AUTOMATICALLY NOTIFY QUALIFIERS/WINNERS	YES <input type="button" value="▼"/>
MESSAGE TO QUALIFIERS/WINNERS	YOU HAVE WON THE BUSINESS. A CONTRACT <input type="button" value="▲"/> <input type="button" value="▼"/>
MESSAGE TO NON-QUALIFIERS	SORRY, YOU DID NOT ENTER A WINNING BID <input type="button" value="▲"/> <input type="button" value="▼"/>

FIG. 11B

MULTIPLE-PRODUCT SET-UP - 1-ROUND (CONTINUED)

20/29

▶ SAVINGS / GAINS TARGET

PRODUCT 1		PRODUCT 2
CURRENT PRICE:	2.50	8.00

(BASED ON DESIRED QUANTITIES SPECIFIED ABOVE AND CURRENT CONTRACT PRICES)

TARGETED SAVINGS/GAINS (OPTIONAL): 25 %

▶ ADD MORE AUTHORIZED BIDDERS

CODE NAME	USER ID	BIDDING COMPANY	CONTACT NUMBER	DELETE
COMPANY A	BIDDER 1	BIDDER 1	a	DELETE
COMPANY B	BIDDER 2	BIDDER 2	a	DELETE
COMPANY C	BIDDER 3	BIDDER 3	a	DELETE

--ADD MORE AUTHORIZED BIDDERS

▶ ADD MORE AUTHORIZED TEAM MEMBERS

AUTHORIZED FOR THIS SESSION	USER ID	USER NAME	USER TYPE	AUTHORIZATION	DELETE
	ALBERT	KIM ALBERT	TEAM LEADER	MODIFY ▼	DELETE

--ADD MORE AUTHORIZED TEAM MEMBERS

- EMERGENCY ACTIONS PASSWORD: PASSWORD

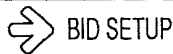
▶ CONTACT PERSON FOR PARTICIPANTS

NAME: JOHN DOE
CONTACT NUMBER: 123-456-7890
E-MAIL ADDRESS: JOHN@MAIL.COM
CONTROL ROOM PHONE NUMBER: 123-456-7890

ENTER USER PASSWORD TO SETUP THIS BIDDING SESSION: *****

→ SETUP

FIG. 11C
MULTIPLE-PRODUCT SET-UP - 1 -ROUND (CONTINUED)



BID SETUP

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▶ SETUP MULTI-PRODUCT BIDDING SESSION

TYPE	SELECT A BIDDING SESSION TYPE ▾
COMPANY	RESTAURANT CHAIN :: ATTACH COMPANY LOGO IMAGE
CHARGE CODE	ABC123
BID SUMMARY	LETTUCE & TOMATOES
BID DESCRIPTION	1-YEAR SUPPLY OF LETTUCE AND TOMATOES ▴ ▾

▶ PRODUCT DETAILS

INDUSTRY	AGRIBUSINESS ▾
BIDDING UNIT	US \$ ▾

PRODUCT 1	
PRODUCT NAME	LETTUCE
DETAILED DESCRIPTION	ICEBURG LETTUCE, GRADE A ▴ ▾
REQUIRED QUANTITY	INPUT A NUMERICAL VALUE IN THE FIRST FIELD. THEN SELECT A QUANTITY UNIT FROM THE LIST IF THE DESIRED UNIT IS NOT LISTED, SELECT "OTHER" FROM LIST AND INPUT NEW UNIT IN THE LAST FIELD 10000 CASE ▾
BIDDING UNIT	US \$ (PER CASE)
LOT REQUIRMENTS (OPTIONAL)	▴ ▾

PRODUCT 2	
PRODUCT NAME	TOMATOES
DETAILED DESCRIPTION	LARGE, MATURE-GREEN TOMATOES ▴ ▾ 1202
REQUIRED QUANTITY	INPUT A NUMERICAL VALUE IN THE FIRST FIELD THEN SELECT A QUANTITY UNIT FROM THE LIST IF THE DESIRED UNIT IS NOT LISTED, SELECT "OTHER" FROM LIST AND INPUT NEW UNIT IN THE LAST FIELD 5000 CASE ▾
BIDDING UNIT	US \$ (PER CASE)
LOT REQUIRMENTS (OPTIONAL)	▴ ▾

– ATTACH DETAILED SPECIFICATIONS & REQUIREMENTS

– ADD ANOTHER PRODUCT

::: DO YOU WANT THE SYSTEM TO AUTOMATICALLY CALCULATE THE TOTAL CONTRACT VALUE? YES ▾

FIG. 12A
MULTIPLE-PRODUCT SET-UP - 2 - ROUNDS

22/29

➤ CONTRACT DETAILS

CONTRACT START DATE	2001 YEAR 7 MONTH 1 DAY
CONTRACT END DATE	2002 YEAR 6 MONTH 30 DAY
DELIVERY REQUIREMENT (OPTIONAL)	WITHIN 48 HOURS OF SHIPMENT ORDER △ ▽
PERFORMANCE FAILURE PENALTIES (OPTIONAL)	SEE CONTRACT △ ▽

➤ BIDDING DETAILS

BID OBJECTIVE	MINIMIZE BUYING PRICE ▽
ALLOW BIDDERS TO SEE ACTUAL BID AMOUNTS	YES ▽
NUMBER OF ROUNDS	2 ▽
NUMBER OF WINNERS IN FINAL ROUND	1 ▽
STARTING BID (OPTIONAL)	
MINIMUM BID INCREMENT (OPTIONAL)	

PRODUCT 2	
PRODUCT NAME	TOMATOES
DETAILED DESCRIPTION	LARGE, MATURE-GREEN TOMATOES △ 1202
REQUIRED QUANTITY	INPUT A NUMERICAL VALUE IN THE FIRST FIELD. THEN SELECT A QUANTITY UNIT FROM THE LIST. IF THE DESIRED UNIT IS NOT LISTED, SELECT 'OTHER' FROM LIST AND INPUT NEW UNIT IN THE LAST FIELD.
	5000 CASE ▽
BIDDING UNIT	US \$ (PER CASE)
LOT REQUIREMENTS (OPTIONAL)	△ ▽

-- ATTACH DETAILED SPECIFICATIONS & REQUIREMENTS

-- ADD ANOTHER PRODUCT

.... DO YOU WANT THE SYSTEM TO AUTOMATICALLY CALCULATE THE TOTAL CONTRACT VALUE? YES ▽

➤ CONTRACT DETAILS

CONTACT START DATE	2001 YEAR 7 MONTH 1 DAY
CONTRACT END DATE	2002 YEAR 6 MONTH 30 DAY
DELIVERY REQUIREMENT (OPTIONAL)	WITHIN 48 HOURS OF SHIPMENT ORDER △ ▽
PERFORMANCE FAILURE PENALTIES (OPTIONAL)	SEE CONTRACT △ ▽

FIG. 12B

MULTIPLE-PRODUCT SET-UP - 2 - ROUNDS (CONTINUED)

23/29

➤ BIDDING DETAILS

BID OBJECTIVE	MINIMIZE BUYING PRICE ▾
ALLOW BIDDERS TO SEE ACTUAL BID AMOUNTS	YES ▾
NUMBER OF ROUNDS	2 ▾
NUMBER OF WINNERS IN FINAL ROUND	1 ▾
STARTING BID (OPTIONAL)	
MINIMUM BID INCREMENT (OPTIONAL)	

➤ SAVINGS / GAINS TARGET

	PRODUCT 1	PRODUCT 2
CURRENT PRICE:	2.50	8.00

(BASED ON DESIRED QUANTITIES SPECIFIED ABOVE AND CURRENT CONTRACT PRICES)

TARGETED SAVINGS/GAINS (OPTIONAL): 25 %

➤ ADD MORE AUTHORIZED BIDDERS

CODE NAME	USER ID	BIDDING COMPANY	CONTACT NUMBER	DELETE
COMPANY A	BIDDER 1	BIDDER 1	a	DELETE
COMPANY B	BIDDER 2	BIDDER 2	a	DELETE
COMPANY C	BIDDER 3	BIDDER 3	a	DELETE

--ADD MORE AUTHORIZED BIDDERS

➤ ADD MORE AUTHORIZED TEAM MEMBERS

AUTHORIZED FOR THIS SESSION	USER ID	USER NAME	USER TYPE	AUTHORIZATION	DELETE
	ALBERT	KIM ALBERT	TEAM LEADER	MODIFY ▾	DELETE

--ADD MORE AUTHORIZED TEAM MEMBERS

-- EMERGENCY ACTIONS PASSWORD: PASSWORD

➤ CONTACT PERSON FOR PARTICIPANTS

NAME: JOHN DOE

CONTACT NUMBER: 123-456-7890

E-MAIL ADDRESS: JOHN@MAIL.COM

CONTROL ROOM PHONE NUMBER: 123-456-7890

ENTER USER PASSWORD TO SETUP THIS BIDDING SESSION: *****

→ SETUP

FIG. 12C

MULTIPLE-PRODUCT SET-UP - 2 - ROUNDS (CONTINUED)

WELCOME TO EPSM.NET

➡ YOU HAVE BEEN PRE-QUALIFIED TO PARTICIPATE
IN THE FOLLOWING BIDDING SESSIONS

▶ UPCOMING BIDDING SESSIONS

COMPANY	BID SUMMARY	BIDDING DATE	BIDDING TIME	ROUND	ENTER BIDDING ROOM
RESTAURANT CHAIN	LETTUCE	2001/4/30	09:00:00 AM(NEW YORK) (-> TIME IN OTHER CITIES)	1	ENTER BIDDING ROOM
RESTAURANT CHAIN	LETTUCE	2001/4/30	09:30:00 AM(NEW YORK) (-> TIME IN OTHER CITIES)	1	ENTER BIDDING ROOM
RESTAURANT CHAIN	LETTUCE & TOMA...	2001/4/30	09:15:00 AM(NEW YORK) (-> TIME IN OTHER CITIES)	1	ENTER BIDDING ROOM
RESTAURANT CHAIN	LETTUCE & TOMA...	2001/4/30	09:45:00 AM(NEW YORK) (-> TIME IN OTHER CITIES)	1	ENTER BIDDING ROOM

▶ COMPLETED BIDDING SESSIONS:

COMPANY	BID SUMMARY	BIDDING DATE	BIDDING TIME	ENTER BIDDING ROOM
a	a	2001/3/23	05:10:00 PM(SEOUL) (-> TIME IN OTHER CITIES)	VIEW BID HISTORY
a	a	2001/3/23	05:23:00 PM(SEOUL) (-> TIME IN OTHER CITIES)	VIEW BID HISTORY
A	A	2001/3/27	12:40:00 AM(SEOUL) (-> TIME IN OTHER CITIES)	VIEW BID HISTORY
A	A	2001/4/4	06:25:00 PM(SEOUL) (-> TIME IN OTHER CITIES)	VIEW BID HISTORY

FIG. 13
BIDDER HOME

MESSAGE

INITIALIZING BIDDING SESSION
CONNECTING TO BIDDING SESSION SERVER...
THE BIDDING SESSION HAS STARTED!

BIDDING INFORMATION

RANK	1	1406	1404
TIME REMAINING	00:03:45		
CURRENT LEADING BID	33,500.00		
YOUR CURRENT BID	33,500.00		

AUCTION INFORMATION

ePSM.net

RESTAURANT CHAIN

*BIDDING DATE: YEAR 2001 MONTH 4 DAY 30

*BIDDING START TIME: 07:12:00 AM - SEOUL

-SHOULD YOU HAVE QUESTIONS OR ENCOUNTER PROBLEMS DURING THE BIDDING SESSION, PLEASE CONTACT OUR CONTROL ROOM AT (123-456-7890)

BID SUMMARY	LETTUCE
BID OBJECTIVE	BID THE LOWEST PRICE
BID DESCRIPTION	1-YEAR SUPPLY OF LETTUCE

PRODUCT 1 (LETTUCE)

CODE	TIME	TOTAL
COMPANY A	07:12:25	35,000.00
COMPANY B	07:12:50	34,500.00
COMPANY A	07:13:02	34,000.00
COMPANY B	07:13:29	33,800.00
COMPANY A	07:14:01	33,500.00

PROD 1

BID

1402

1408

FIG. 14A

ePSM.net

MESSAGE

THE BIDDING SESSION HAS NOT YET BEGUN!

 CONNECTING TO BIDDING SESSION SERVER...

 THE BIDDING SESSION HAS STARTED!

BIDDING INFORMATION

RANK

2

TIME REMAINING

00:04:48

CURRENT LEADING BID

YOUR CURRENT BID

20,000.00

AUCTION INFORMATION

RESTAURANT CHAIN

*BIDDING DATE: YEAR 2001 MONTH 4 DAY 30

*BIDDING START TIME: 07:44:00 AM - SEOUL

ePSM.net

-SHOULD YOU HAVE QUESTIONS OR ENCOUNTER PROBLEMS DURING THE BIDDING SESSION, PLEASE CONTACT OUR CONTROL ROOM AT (123-456-7890)

BID SUMMARY

LETTUCE

BID OBJECTIVE

BID THE LOWEST PRICE

BID DESCRIPTION

1-YEAR SUPPLY OF LETTUCE

PRODUCT 1 (LETTUCE)

CODE TIME TOTAL

COMPANY A 07:44:26

COMPANY B 07:44:46

COMPANY A 07:45:30

COMPANY B 07:45:37

COMPANY A 07:45:45


COMPANY B 07:45:48

PROD 1

BID

FIG. 14B

FIG. 14C


ePSM.net

MESSAGE

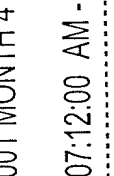
THE BIDDING SESSION HAS NOT YET BEGUN!
CONNECTING TO BIDDING SESSION SERVER...
THE BIDDING SESSION HAS STARTED!

BIDDING INFORMATION

RANK
TIME REMAINING
CURRENT LEADING BID
YOUR CURRENT BID

00:04:44
33,800.00
0

AUCTION INFORMATION



RESTAURANT CHAIN
*BIDDING DATE: YEAR 2001 MONTH 4 DAY 30
*BIDDING START TIME: 07:12:00 AM - SEOUL

-SHOULD YOU HAVE QUESTIONS OR ENCOUNTER PROBLEMS DURING THE BIDDING SESSION, PLEASE CONTACT OUR CONTROL ROOM AT (123-456-7890)

BID SUMMARY
BID OBJECTIVE
BID DESCRIPTION

LETTUCE
BID THE LOWEST PRICE
1-YEAR SUPPLY OF LETTUCE

CODE
COMPANY A
COMPANY B
COMPANY A
COMPANY B

COMPANY
BIDDER1
BIDDER2
BIDDER1
BIDDER2

TIME
07:12:25
07:12:50
07:13:02
07:13:29

TOTAL
35,000.00
34,500.00
34,000.00
33,800.00

PRODUCT 1
(LETTUCE)

1504

MESSAGE

TIME EXTEND
INvalidate LAST BID
INVALIDATE LAST BID
INvalidate LAST BID

MINUTES
RESTART BIDDING SESSION
RESTART BIDDING SESSION
RESTART BIDDING SESSION

PASSWORD
TERMINATE BIDDING SESSION
TERMINATE BIDDING SESSION

FIG. 15A

1506

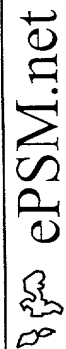

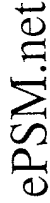
																																					
MESSAGE		AUCTION INFORMATION																																			
THE BIDDING SESSION HAS NOT YET BEGUN! CONNECTING TO BIDDING SESSION SERVER... THE BIDDING SESSION HAS STARTED!		RESTAURANT CHAIN *BIDDING DATE: YEAR 2001 MONTH 4 DAY 30 *BIDDING START TIME: 07:23:00 AM - SEOUL <div style="border: 1px solid black; border-radius: 15px; padding: 10px; text-align: center;">  </div> -SHOULD YOU HAVE QUESTIONS OR ENCOUNTER PROBLEMS DURING THE BIDDING SESSION, PLEASE CONTACT OUR CONTROL ROOM AT (123-456-7890)																																			
BIDDING INFORMATION																																					
RANK	<div style="border: 1px solid black; height: 15px; width: 100%;"></div>																																				
TIME REMAINING	00:04:51																																				
CURRENT LEADING BID	77,500.00																																				
YOUR CURRENT BID	0																																				
<table border="1"> <thead> <tr> <th>CODE</th> <th>COMPANY</th> <th>TIME</th> <th>TOTAL</th> <th>PRODUCT 1 (LETTUCE)</th> <th>PRODUCT 1 (TOMATOES)</th> </tr> </thead> <tbody> <tr> <td>COMPANY A</td> <td>BIDDER1</td> <td>07:23:14</td> <td>79,500.00</td> <td>3.50</td> <td>8.90</td> </tr> <tr> <td>COMPANY B</td> <td>BIDDER2</td> <td>07:23:30</td> <td>78,500.00</td> <td>3.60</td> <td>8.50</td> </tr> <tr> <td>COMPANY A</td> <td>BIDDER1</td> <td>07:27:42</td> <td>78,250.00</td> <td>3.60</td> <td>8.45</td> </tr> <tr> <td>COMPANY B</td> <td>BIDDER2</td> <td>07:27:58</td> <td>77,500.00</td> <td>3.55</td> <td>8.40</td> </tr> </tbody> </table>		CODE	COMPANY	TIME	TOTAL	PRODUCT 1 (LETTUCE)	PRODUCT 1 (TOMATOES)	COMPANY A	BIDDER1	07:23:14	79,500.00	3.50	8.90	COMPANY B	BIDDER2	07:23:30	78,500.00	3.60	8.50	COMPANY A	BIDDER1	07:27:42	78,250.00	3.60	8.45	COMPANY B	BIDDER2	07:27:58	77,500.00	3.55	8.40	<table border="1"> <thead> <tr> <th>BID SUMMARY</th> <th>LETTUCE & TOMATOES</th> </tr> </thead> <tbody> <tr> <td>BID OBJECTIVE</td> <td>BID THE LOWEST PRICE</td> </tr> </tbody> </table>		BID SUMMARY	LETTUCE & TOMATOES	BID OBJECTIVE	BID THE LOWEST PRICE
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EXTEND BIDDING SESSION INVALDATE LAST BID RESTART BIDDING SESSION TERMINATE BIDDING SESSION																																					

FIG. 15B